CA3 ON HW 9 78 A16 1982 1st Quarter PAL Hamilton-Westworth, Dept of Economic Development Activity Report 15T Quarter 1982





THE REGIONAL MUNICIPALITY OF HAMILTON-WENTWORTH

Economic Development Department 119 King Street West, 15th floor Hamilton, Ontario Industrial Development Convention and Tourism (416) 526-4222 Toronto Direct 362-1973

Mailing Address: P.O. Box 910, Hamilton, Ontario L8N 3V9

April 23, 1982

Refer to File No.

Attention of

ONERNATURA DOCUMENTS

MEMORANDUM NO. 275

TO:

The Chairman and Members

Economic Development Committee

RE:

1982 Activity Report - First Quarter Summary

REPORT CONSISTS OF:

- 1. NEW INQUIRIES FOR PLANT RELOCATION - UP 2.75%
- FIRMS PLACED AT NEW ADDRESSES DOWN 2. 28.0%
- 3. COMPANY INQUIRIES STILL OUTSTANDING
- 4. COMPANY INQUIRIES WITHDRAWN
- 5. COMPANIES LOST
- 6. SUMMARY
- 7. BUILDING PERMIT SUMMARY

Respectfully submitted,

John D. Morand

Director - Economic Development

JDM/1b



BUSINESS DEVELOPMENT REPORT

While it is commonly understood that the Western economic climate has seriously deteriorated in recent months, the Region of Hamilton-Wentworth has not fared us badly as might have been expected.

General economic activity has receeded in the first quarter of 1982 as compared to 1981. However, the decline has slowed since the fourth quarter in 1981 where the decrease was 40%. New business locations have decreased by 28% to twenty-three firms either expanding, relocating or entering Hamilton-Wentworth. One disappointing area of activity is in the speculative building sector. This can be traced directly to the cost of construction as affected by high interest rates.

Some recent developments in the real estate industry indicate that consolidation of multi-branch firms is taking place. The consolidation means that there are good industrial buildings becoming available on the market. The Economic Development Department sees an excellent opportunity here, wherein new firms seeking to locate in the Region can be more easily accommodated. In this regard, there are 112 new inquiries for information and assistance which have come in to the office. That figure represents a slight increase over the same period last year.

One extremely bright spot is the House Market '82 campaign. Since the implementation of the programme, in excess of 60 homes in Hamilton-Wentworth have been sold. The expectation is that over 100 homes will have been sold by the time the campaign has run its course.

In summary, while 1982 does not appear to have started on a positive note, there does seem to be some light at the end of the tunnel.



A.2

NEW INQUIRIES FOR PLANT RELOCATION (1982 1ST QUARTER):

		1977	1978	1979	1980	1981	1982	* %
7.	Jan Feb Mar.	74	49	33	97	109	112	2.75
	Apr May - June	72	63	40	65	131		
3.	July - Aug Sept.	63	68	59	141	159		
4.	Oct Nov Dec.	43	32	86	45	90		
	TOTAL	252	21 2	218	348	489	112	

^{*} Percentage change with respect to same period of the previous year

A.3
FIRMS PLACED AT NEW ADDRESS (1982 1ST QUARTER):

	1977	1978	1979	1980	1981	1982	* %
1. Jan Feb Mar.	33	28	20	38	32	23	-28
2. Apr May - June	28	34	34	38	34		
3. July - Aug Sept.	39	33	38	41	182		
4. Oct Nov Dec.	30	_31	49	42	30		
TOTAL	130	126	141	159	278	23	

^{*} Percentage Change with Respect to Same Period of the Previous Year.



A.4

COMPANY INQUIRIES STILL OUTSTANDING (1982 1ST QUARTER):

		1979	1980	1981	1982
1.	January - February - March		13	101	112
2.	April - May - June		20	121	
3.	July - August - September		114	150	
4.	October - November - December	1	_27	116	
	TOTAL	1	174	488	112

TOTAL OUTSTANDING: 775

Inquiries are considered outstanding as long as the company demonstrates continuing interest in expansion or relocation. In some cases, the finding of a suitable property meeting all the company's requirements (rail, cranes, size, services, etc.) can take several years. This Department maintains records of the company's needs and when a property comes on the market, it is matched to the company's requirements.



A.5

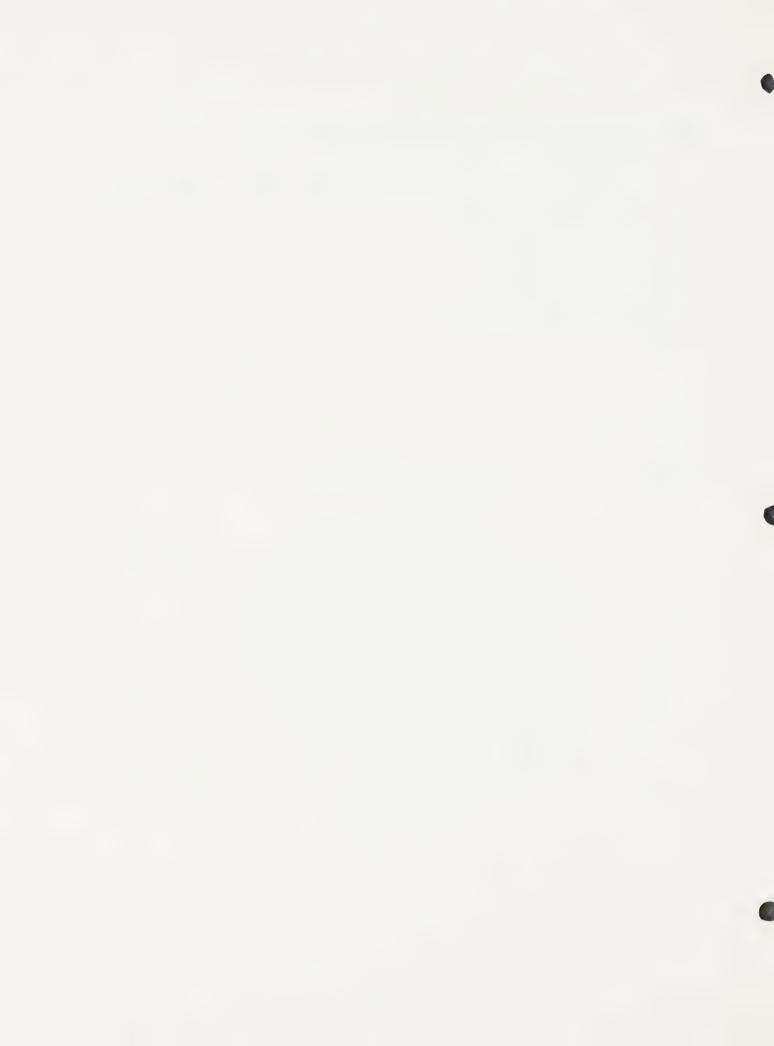
COMPANY INQUIRIES WITHDRAWN (1982 1ST QUARTER):

		1978	1979	1980	1981	1982
٦.	January - February - March	9	11	25	32	61
2.	April - May - June	14	16	16	8	
3.	July - August - September	17	20	13	15	
4.	October - November - December	14	14	20	_7	-
	TOTAL	54	61	74	62	61

Interpretation

The above are inquiries that have been withdrawn for such reasons as the following:

		1980 TOTAL	1981 Yr.D	1982
1.	Decided To Expand On Their Existing Property	8	4	37
2.	Were Unable To Raise Additional Financing	6	8	
3.	Renewed Lease On Existing Facilities	6	6	
4.	Looked Here But Went Elsewhere	7	12	5
5.	Proposed New Business That Failed To Materialize	20	18	9
6.	Abandoned Development Due To Economic Conditions	27	14	10
	TOTAL	74	62	61



A.6
COMPANIES LOST (1982 1ST QUARTER):

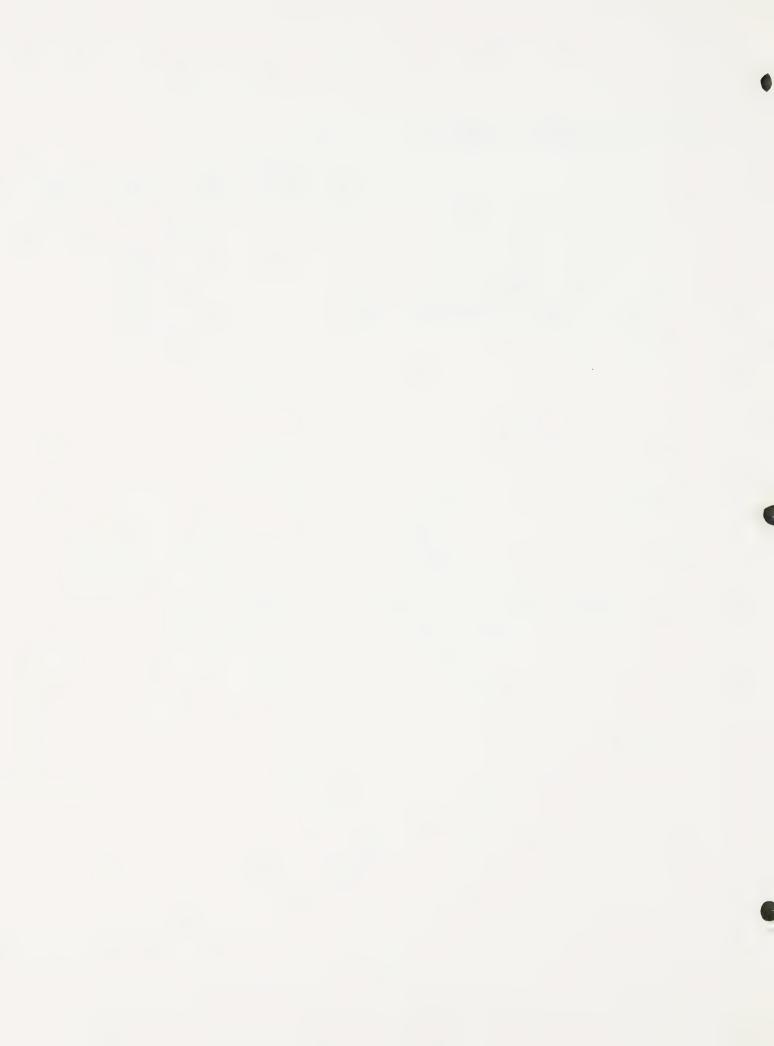
		1978	1979	1980	1981	1982
٦.	January - February - March	2	2	2	3	1
2.	April - May - June	1	1	0	1	
3.	July - August - September	1	0	1	0	
4.	October - November - December	1	2	1	0	
	TOTAL	5	5	4	4	1

1982 (1ST QUARTER):

COMPANY	FROM	<u>T0</u>	EMPLOYEES
Rosedale Transport (Q1)	Hamilton	Mississauga	20

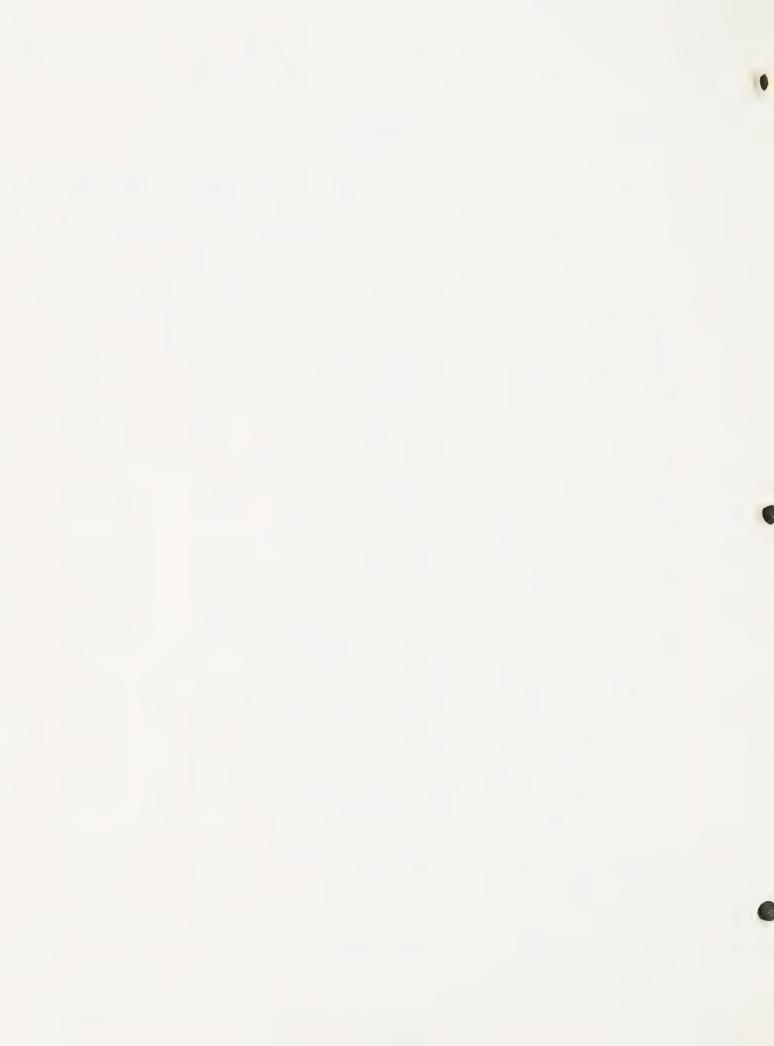
TOTAL

20



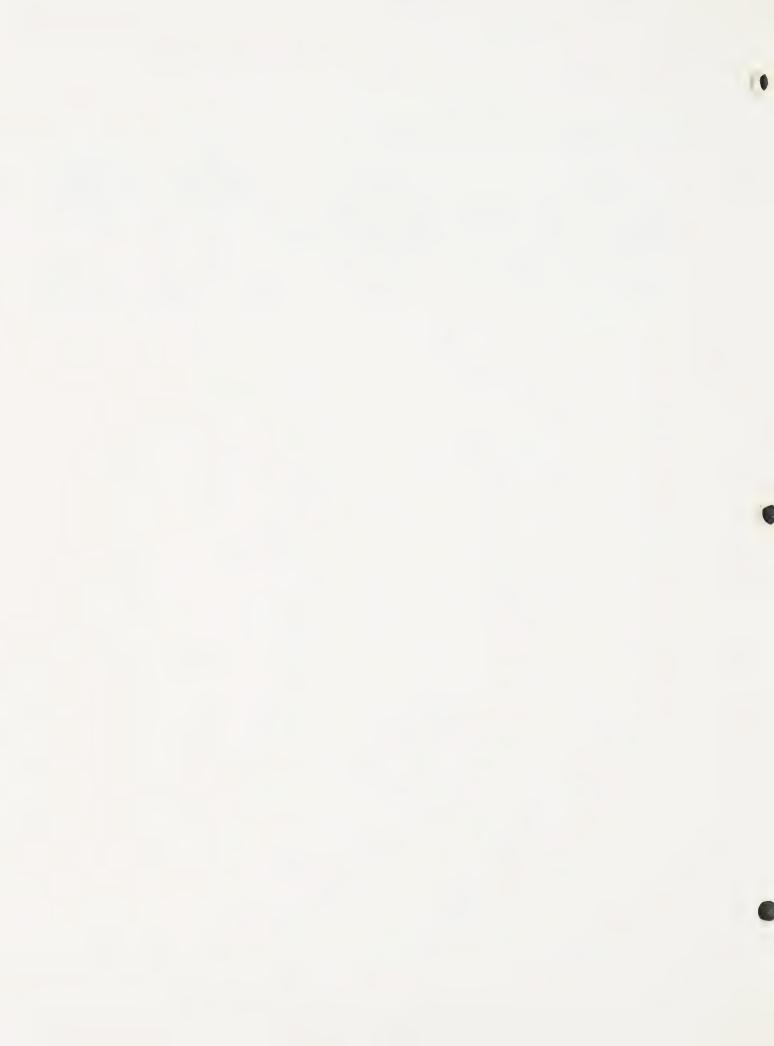
A.7
FIRMS NEW TO THE REGION (1982 1ST QUARTER):

	COMPANY	PRODUCTS	NEW EMPLOYEES	APPROXIMATE NEW TAXES \$
1.	Canal Electric 240 South Service Rd. Stoney Creek, Ont. (Q1)	Electrical Contractors (Service)	s 42	3,240.00
2.	Chester's 60 King St. E. Hamilton, Ont. (Q1)	Restaurant	8	1,920.00
3.	Dominion Bridge 9 - 429 Dewitt Rd. Stoney Creek, Ont. (Q1)	Prefabrication (Manufacturing)	N/A	1,024.00
4.	Kenworth (Hamilton) Ltd. 5 - 505 Kenora Ave. Hamilton, Ont. (Q1)	Parts distribution (Commercial)	3	1,008.00
5.	Maxwell's 165 Jackson St. E. Hamilton, Ont. (Q1)	Restaurant	20	1,920.00
6.	National Grocers 181 Hunter St. Hamilton, Ont. (Q1)	Warehousing (Service)	10	19,968.00
7.	Peter Van Egmond & Sons Ltd. 460 Parkdale Ave. N. Hamilton, Ont. (Q1)	Siding, eavesdropping etc. (Manufacturing)	, 10	4,800.00
8.	Stats, Blinds Ltd. 720 Upper James St. Hamilton, Ont. (Q1)	<pre>Interior slats, blind (Service)</pre>	s 3	480.00
9.	Surftex Canada (Div. of Hop Mac Inc.) 1036 King St. W. Hamilton, Ont. (Q1)	Conveyor belt cleaning equipment (Manufacturing)	g 3	450.00
10.	The Old Fish Market 157 Main St. E. Hamilton, Ont. (Ql)	Restaurant (Service)	60	4,800.00
11.	Van Rijn Enterprises 10 - 429 Dewitt Rd. Stoney Creek, Ont. (Q1)	Heat retention system (Manufacturing)	s 6	1,024.00
	TOTAL		165	40,634.00



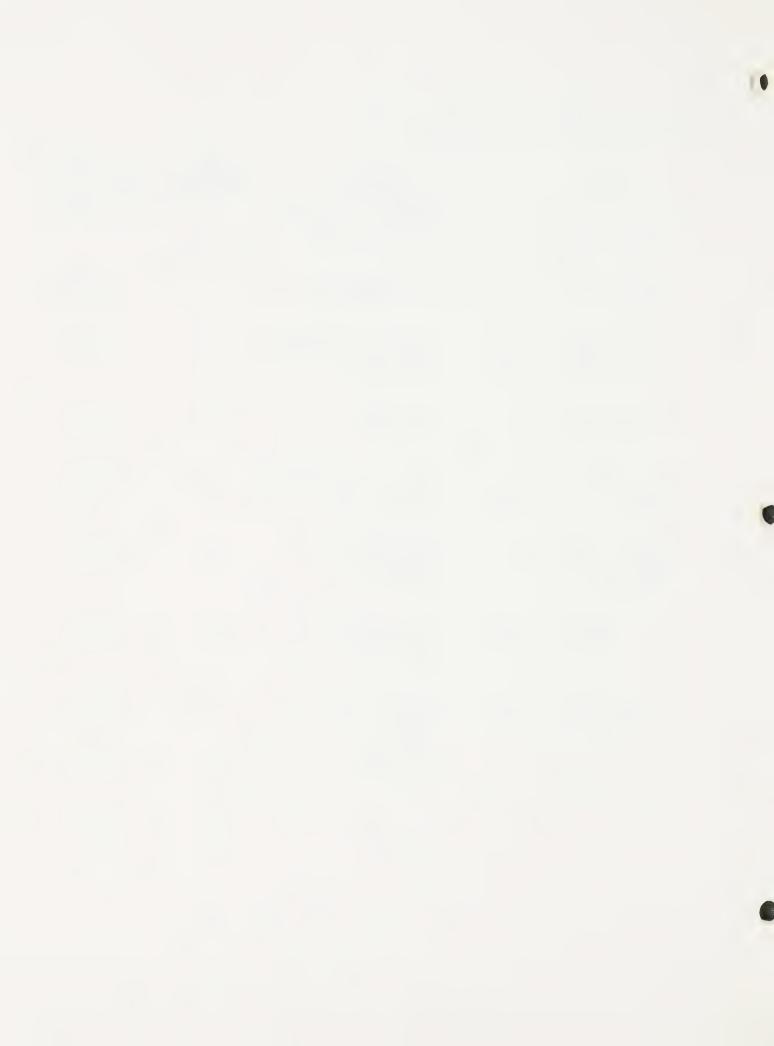
A.8
FIRMS NEWLY FORMED (1982 1ST QUARTER):

	COMPANY	PRODUCTS	NEW EMPLOYEES	APPROXIMATE NEW TAXES \$
1.	Capricorn Int'l. Machine Sales 208-B Arvin Ave. Stoney Creek, Ont. (Q1)	Sale of metal working machines (Service)	2	1,080.00
	TOTAL		2	1,080.00



A.9
INTERNAL MOVES (1982 1ST QUARTER):

COMPANY	PRODUCTS	NEW EMPLOYEES	APPROXIMATE NEW TAXES \$
 Advance Welding 470 Arvin Ave. Stoney Creek, Ont. (Q1) 	Welding & fabricating (Manufacturing)	0	9,600.00
 Aerloc Industries Ltd. Head St. Dundas, Ont. (Q1) 	Window manufacturing (Manufacturing)	3	3,600.00
3. Cable 8 Ltd. 150 Dundurn St. S. Hamilton, Ont. (Q1)	Community Programming (Service)	0	3,014.00
4. Chipman Inc. 2 - 332 Jones Rd. Stoney Creek, Ont. (Q1)	Chemical sales (Service)	1	900.00
5. Kulka Distributors 701 Main St. E. Hamilton, Ont. (Q1)	Non-asbestos fabrics (Manufacturing)	0	1,508.00
6. Mobile Cartage & Distribution Ltd. 89 Glow St. Hamilton, Ont. (Q1)	Warehousing and distribution (Service)	3	4,800.00
7. Overland Western Ltd. 560 Seaman St. Stoney Creek, Ont. (Q1)	Warehousing and distribution (Service)	15	7,680.00
8. Touch of Brass 5 - 580 Dundas St. W. Waterdown, Ont. (Q1)	Restorations and supplies (Service)	2	1,080.00
9. Trendsetter Sales 332 Jones Rd. Stoney Creek, Ont. (Q1)	Tupperware sales (Service)	0	1,800.00
TOTAL		24	33,982.00



A.10

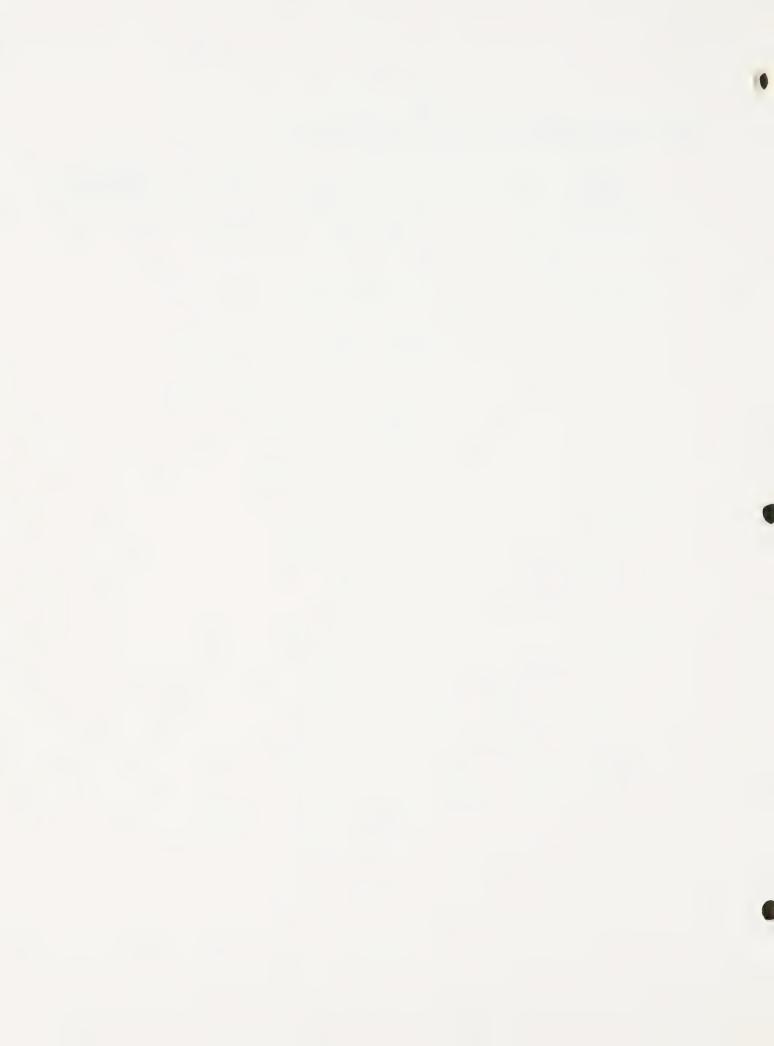
NEW SPECULATIVE CONSTRUCTION (1982 1ST QUARTER):

COMPANY

LOCATION

APPROXIMATE NEW TAXES \$

N/A



A.11
MAJOR EXPANSIONS-(OVER \$100,000.00) (1982 1ST QUARTER):

	COMPANY	PRODUCTS	NEW EMPLOYEES	APPROXIMATE NEW TAXES \$
1.	W. R. Barnes Ltd. P. O. Box 250 Parkside Dr. Waterdown, Ont. (Q1)	Refractory Products	4	4,032.00
2.	Domtar Chemicals 725 Strathearne Ave. N. Hamilton, Ont. (Q1)	Chemicals	N/A 	N/A
	TOTAL		4	4,032.00

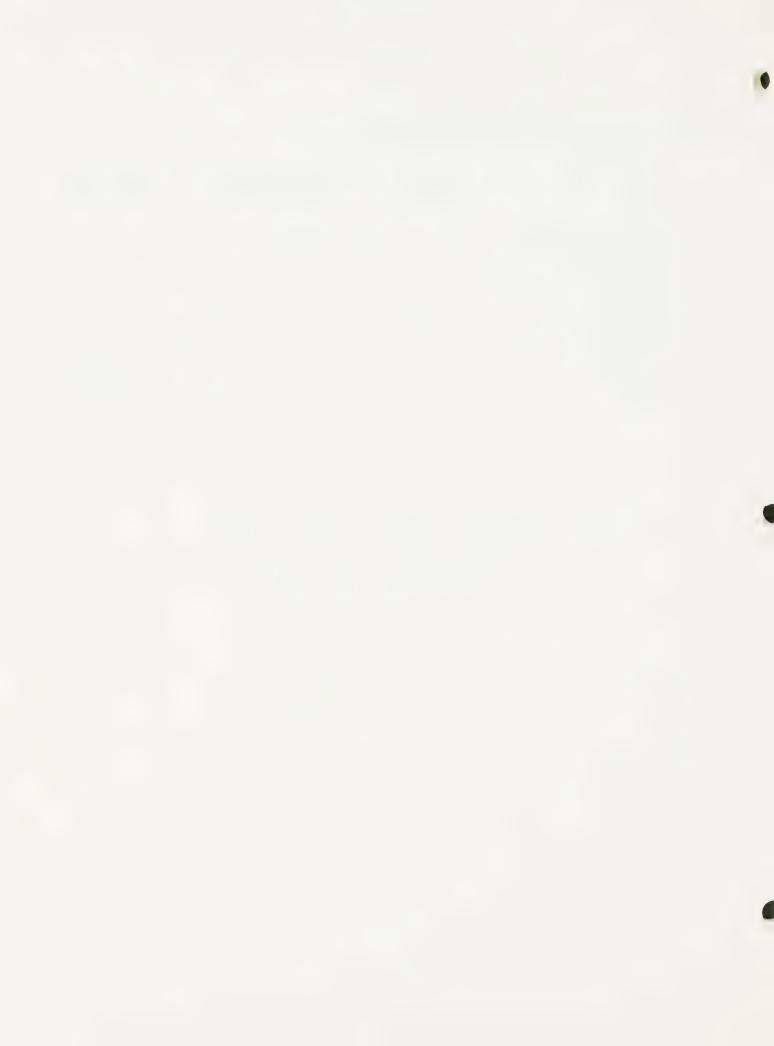


A.12 SUMMARY OF FIRMS PLACED (1982 1ST QUARTER):

	NUMBER	NEW EMPLOYEES	APPROXIMATE NEW TAXES \$
Firms New to the Region	11	165	40,634.00
Firms Newly Formed	1	2	1,080.00
Internal Moves	9	24	33,982.00
Speculative Construction	0	0	0
Major Expansions	_2	4	4,032.00
TOTAL	23	195	79,728.00

A.13
SUMMARY OF FIRMS PLACED BY MUNICIPALITY (1982 1ST QUARTER):

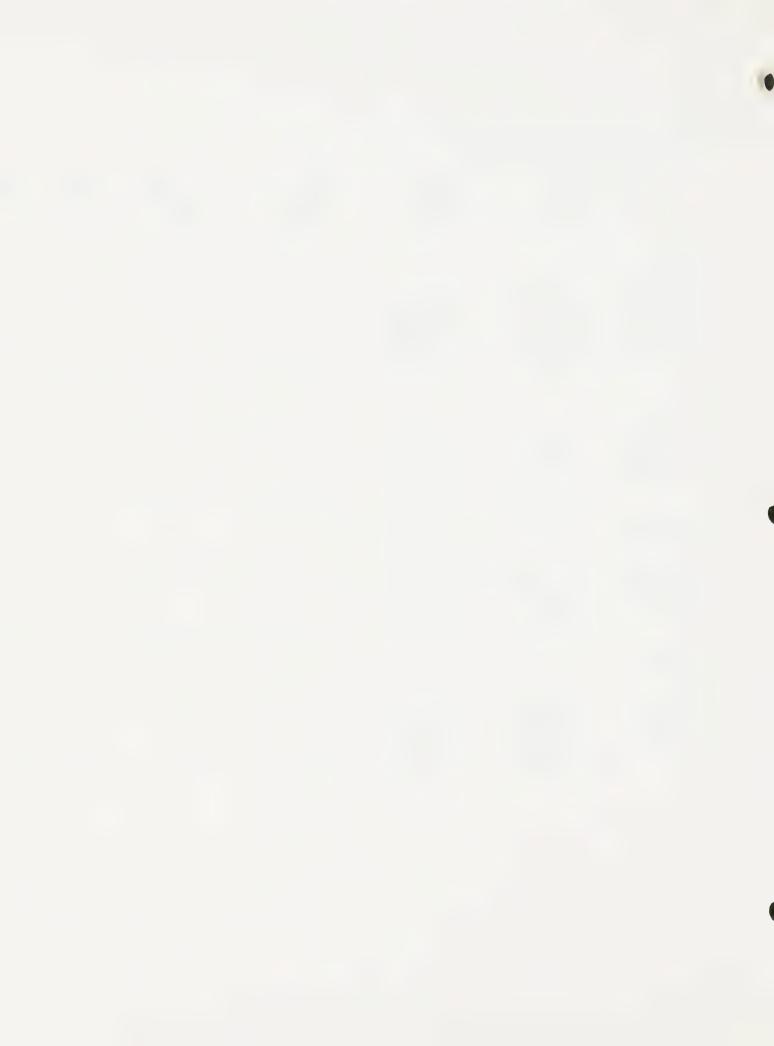
	1ST QUARTER	2ND QUARTER	3RD QUARTER	4TH QUARTER	TOTAL
Ancaster					
Dundas	1				1
Flamborough	2				2
Glanbrook					
Hamilton	12				12
Stoney Cree	k <u>8</u>				8
TOTAL	23				23



A.14

DOLLAR VALUE OF BUILDING PERMITS
ISSUED BY QUARTER FOR 1982

	1980 TOTAL \$ VALUE	1981 TOTAL \$ VALUE	1982 TOTAL \$ VALUE	1982 IND. & COMM. VALUE	1981 1982 IND. & COMM.
ANCASTER					
1st Quarter 2nd Quarter 3rd Quarter	2,281,251 4,196,536 3,492,600	1,558,700 4,820,944 3,031,670	1,764,300	NIL	9.42 N/A
4th Quarter	2,022,126 11,992,513	1,710,970 11,122,284	1,764,300	NIL	9.42 N/A
DUNDAS					
1st Quarter 2nd Quarter 3rd Quarter	369,251 640,070 418,755	990,873 1,727,698 1,226,454	458,437	20,717	.51 4.52
4th Quarter	281,457 1,709,533	832,029 4,777,054	458,437	20,717	.51 4.52
FLAMBOROUGH					
1st Quarter 2nd Quarter 3rd Quarter	517,450 1,677,266 2,990,069	1,612,462 5,003,030 2,300,694	717,475	261,700	16.26 36.48
	2,202,218 7,387,003		717,475	261,700	16.26 36.48
GLANBROOK					
1st Quarter 2nd Quarter 3rd Quarter	542,718 1,456,743 1,069,622	403,400 684,180 393,250	201,575	NIL	23.00 N/A
4th Quarter	178,820 3,247,903	430,800	201,575	NIL	23.00 N/A



DOLLAR VALUE OF BUILDING PERMITS ISSUED BY QUARTER FOR 1982 (Cont'd.)

	1980 TOTAL \$ VALUE	1981 TOTAL \$ VALUE	1982 TOTAL \$ VALUE	1982 IND. & COMM. VALUE	1981 1982 IND. & COMM. %
STONEY CREEK					
1st Quarter 2nd Quarter 3rd Quarter	2,671,900 6,076,840 6,957,850	3,979,900 14,911,950 6,630,850	2,312,150	100,000	6.60 4.32
4th Quarter	7,033,050 22,739,640	7,601,790 33,132,990	2,312,150	100,000	6.60 4.32
HAMILTON					
1st Quarter 2nd Quarter 3rd Quarter	22,418,260 42,631,813 24,913,994	25,353,105 33,408,938 27,744,565	25,118,637	19,194,971	51.23 76.42
4th Quarter	29,786,166 119,750,233	26,226,719 112,733,327	25,118,637	19,194,971	51.23 76.42
REGIONAL TOTA	LS				
1st Quarter 2nd Quarter 3rd Quarter	28,800,830 56,679,268 39,842,890	33,898,440 60,556,740 41,327,483	30,572,574	19,577,388	40.59 64.04
4th Quarter	41,503,837	35,884,268 200,143,831	30,572,574	19,577,388	40.59 64.04



(B) TOURISM AND CONVENTIONS REPORT

B.1 TOURISM

Familiarization Tour for 25 Mexican Travel Agents - January 27, 1982:

Accommodations at Holiday Inn - Hamilton. Dinner at Mother's (Westdale), bus tour and breakfast - courtesy Region.

Canadian Government Office of Tourism Spring Travel Show - March 7-10, 1982:

Detroit, Grand Rapids and Frankenmuth, Michigan - travel trade and consumer shows. (over 3,000 consumers and travel trade).

Cleveland Travel & Outdoor Show - March 18 - March 29, 1982:

Lady Hamilton Club members assisted our Department by staffing booth. Consumer show, estimated attendance 200,000 people.

Familiarization Tour - D & F Transit - February 24, 1982:

Regional slide presentation shown. Tourist literature supplied (45 operators).

I.T.B. Berlin - February 26 - March 5, 1982:

Marketplace, sales calls and Congress Mart at the largest tourist show in the world. Co-op program with Canadian Government Office of Tourism and the Ontario Ministry of Tourism and Recreation. (over 5,000 delegates). Second year of participation.

Canada Calling Program, London, England - March 7 - 10, 1982:

Trade show for travel trade and international congress meeting planners. Co-op program with Ministry of Tourism and Recreation and Canadian Government Office of Tourism.

Familiarizaton Tour - Erie Bus Lines - March 15, 1982:

Regional slide presentation shown. Tourist literature supplied (46 leaders).

Canadian Government Office of Tourism Travel Show - April 19 - 22, 1982 :

Buffalo, Rochester, Syracuse, N.Y. Consumer and travel trade show. (Over 7,000 consumers and travel trade).

Shoppingtown Mall, Syracuse, N.Y. - April 28 - May 1, 1982:

Holiday Inn, The Plainsman, Flamboro Downs, Dundurn Castle, will join us in this mall promotion. A giveaway "Win a Weekend in Hamilton-Wentworth" will be drawn.



B.2 CONVENTIONS:

New York City - February 1 - 5, 1982:

Participated in marketplace with New York Society of Association Executives. 150 booths, 40 Canadian. 300 Association Executives toured the area. Participated in marketplace with the Canadian Government Office of Tourism, made sales calls on associations, and bus tour operators.

Chicago - February 8 - 11, 1982:

Canadian Government Office of Tourism marketplace. 35 representatives from Canada participated. Also made sales calls on associations and tour operators.

Pittsburgh - March 16, 1982:

Nordair supplied air pass. Made selected calls on association travel agents. Attended Canadian Government Office of Tourism marketplace attended by approximately 40 incentive travel and association representatives.

Sales Calls To Toronto:

9 weekly sales trips to Toronto contacting 52 associations.

Leads For Convention Centre	3
Leads for Hotels	2
Confirmed Convention Centre	4
Confirmed Hotels	12
Bid Prospects	5
Letters of Invitation	11



(C) WENTWORTH HERITAGE VILLAGE

Summary:

In the first quarter of 1982 the Village acquired several important new accessions to the collection, and prepared for significant improvements to the Village in 1982.

C.1 Administration

1.1 Planning and Policy

A chairman and a procedure for consulting the public in the planning process were approved for the Terms of Reference Committee of the Historical Advisory Board. A preliminary Costume Policy was also approved, requiring all staff working in the Village during public hours to be in costume, and providing for the development of a long-range costume policy.

1.2 Organization and Management

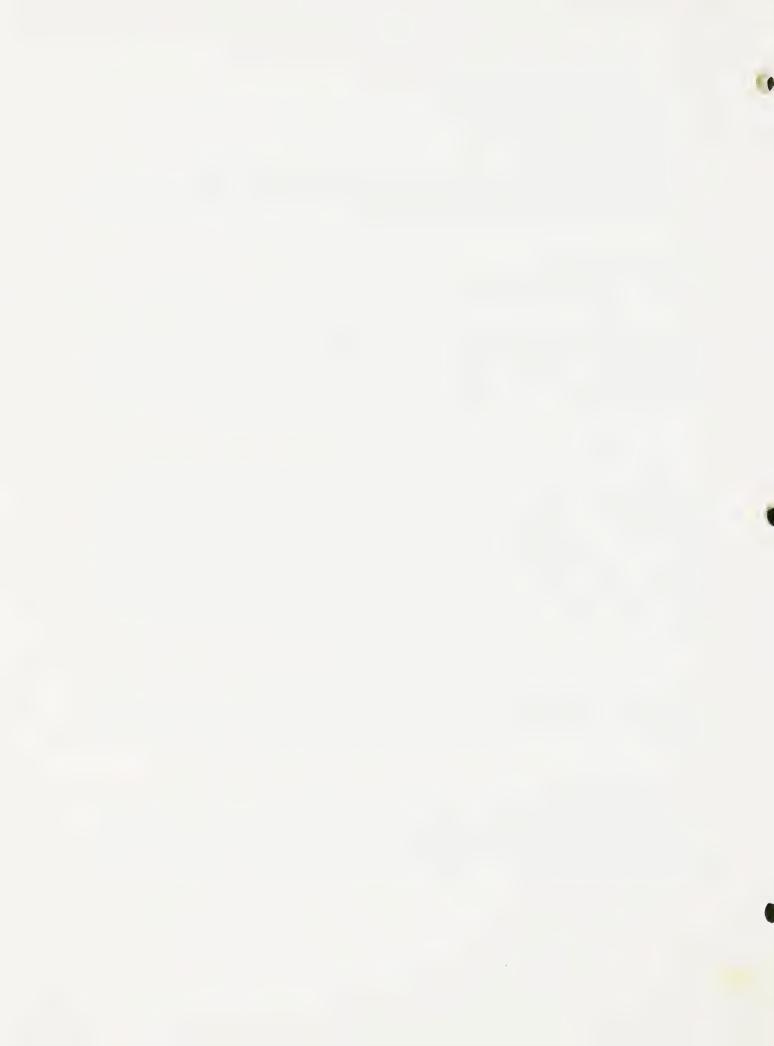
The 1981 Canada Community Development Projects Programme team of four employees, which has contributed so much to the interpretation programme and marketing of the Village, concluded its most successful grant period on February 2. By that date, the 1982 CCDP grant team, which will concentrate on transforming the environment of the Village into a more authentic heritage character, had already begun work. Assistance was also provided by the clients of the Region's Social Services programme entitled Linking of Needs and Resources (LONAR), who gained work experience at the Village while assisting in various activities.

1.3 Relations with Other Institutions

The Grand River Division of the Canadian Railroad Historical Association undertook to assist the Village in the cataloguing, restoration and interpretation of the railroad-related exhibits in the Village.

1.4 Finances

The 1982 budget was approved, including increases in admission charges. The Village application for a Special Activities Assistance Programme grant from National Museums of Canada was not approved, but applications were made for Summer Canada and Experience 82 grants for the 1982 summer season.



C.2 Capital

2.1 Physical Facilities and Grounds

The interior of the TH&B caboose purchased last year has been extensively renovated for use as an office, without affecting its eventual employment in display. Located beside the parking lot, it now provides well-placed and convenient office space for the Chief Interpreter and Extension Officer, as well as a much-needed changing area for volunteer and staff interpreters. The Service Bar office was also considerably upgraded by and for the 1982 CCDP grant team, and spring cleaning was begun for the 1982 season.

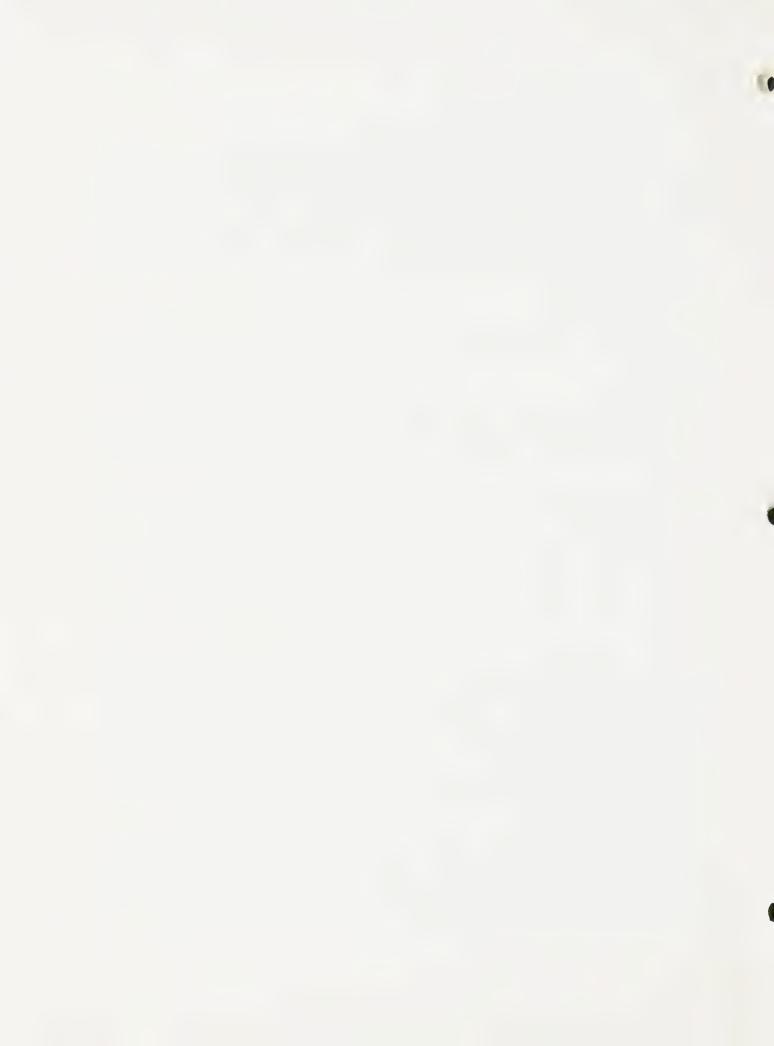
2.2 Collections

The most significant off-season development in this quarter was the acquisition of a number of major new accessions to the collection, including:

- the complete belt-driven machinery and small foundry from Canada's only remaining hat block shop, used in the manufacture of wooden, ceramic and metal blocks for felt hats, dated c. 1892-1916, donated by Mr. E. Webb of Toronto;
- the upper facade from an 1849 commercial building from 17 Main Street, Dundas, along with trim, windows and other components of the building;
- a group of agricultural implements in excellent condition form the Ontario Agricultural Museum in Milton;
- over 230 fence pickets, formerly around a church in Jarvis, donated by Mr. Philip Colwell of Ancaster.

The transport and storage of several of these new acquisitions occupied a considerable portion of staff time and attention during this quarter. The very heavy machinery of the hat block shop had to be moved from a Toronto factory to temporary storage in the Hamilton Waterworks, graciously provided by Engineering Services. The Dundas facade has been temporarily stored and covered on the ground behind the locomotive, while plans for its erection are in preparation. The ornately carved fence pickets are being painted with a view to eventual installation around the Village Church, or perhaps around the Gillen House; research on their date appears to indicate an 1856-1878 period, but is continuing.

Detailed preparations were made for the contract and building permit for the 'Mud Block House,' the replica exterior of the Potts family homestead from Simcoe which will provide storage, clean workshop, orientation gallery, library and washroom facilities on the existing foundations beside the parking lot. A conservation scientist from National Museums of Canada conferred with staff and the contractor.



C.3 Programmes

3.1 Interpretation

An important step forward for the Village was an agreement to host a series of courses in heritage crafts and related subjects co-sponsored with Mohawk College; about a dozen short courses and seminars were advertised for the spring. A new Education Kit was prepared for distribution to schools, and replicas were marked for use in demonstrations, to ensure that artefacts were not so used. Staff training during the winter included attendance at several seminars and workshops on museum practices, viewing of audio-visual material from the Ontario Museum Association, and a stimulating lecture on the settlement of the fromer Beverly Township area of Flamborough by local historian Walter Scott.

3.2 Volunteers

Two winter newsletters kept volunteers informed of activities during the off-season. Five Friends of the Village joined staff for a series of seminars at the Sigmund Samuel Canadiana Gallery of the Royal Ontario Museum in Toronto. Nine others appeared to help on a winter work day, and assisted with cataloguing and other activities.

3.3 Extension

The 'kitchen' display used in conventions and other exhibitions was completely renovated, and saw its first use in the Hamilton Home Show in March. A volunteer spoke on the Village to the Brantford YMCA, while staff presented slides and commentary to the Women's Institute in Carluke and the Waterdown-East Flamborough Heritage Society in Waterdown.

3.4 Publicity and Marketing

Holiday Inn in Burlington added the Village to its brochure of nearby activities for guests, with promotional tickets offered. The Extension Officer took the Village to tour organiser conventions in Dearborn and Grand Rapids, Michigan. And LONAR clients undertook the task of stuffing brochures with inserts on admission rates and times of opening, an essential preparation for mass brochure distribution this spring.

3.5 Special Events

A 1982 season special events calendar was produced and distributed. The annual Ice Cutting demonstration took place at Valens Conservation Area on February 7, and the ice transported to storage in the Village ice house. And a new special event, Cambridge Day, was negotiated with a Cambridge radio station which will broadcast from the Village parking lot on that day.

3.7 Publications

The Village's first colour postcard appeared. It and six others will be on sale in the Gift Shop this spring.



Oxfoxil nade in canada



